

AMENDMENTS TO THE CLAIMS:

This listing of claims will replace all prior revisions, and listings, of claims in the application.

Listing of Claims:

1. (Currently Amended) A system for managing sales processes comprising:

a processor; and

a memory for storing a database including:

information regarding at least one process;

information regarding a plurality of steps associated with each of the at least one process, the plurality of steps having a sequential order;

information regarding ~~a changeable nature of~~ an ability to modify the plurality of steps;

information regarding at least one result associated with each of the plurality of steps;

means for creating at least one deal corresponding to the at least one process;

means for indicating completion of steps associated with the at least one process corresponding to the at least one deal;

means for maintaining consistent recording any modification of the plurality of steps upon changing any of the plurality of steps;

means for recording any modification in the at least one process if any modification of the plurality of steps occurs; and

means for indicating a next step to be completed based upon the indicated completion of steps.

2. (Previously Presented) The system for managing sales processes according to claim 1, further comprising:

means for indicating one of the at least one result associated with a step indicated as being completed;

means for maintaining consistent recording of the result associated with the step upon changing any of the plurality of steps; and

means for determining the next step to be completed based upon the indicated at least one result.

3. (Original) The system for managing sales processes according to claim 2, wherein the next step may be any step in the sequential order of the plurality of steps.

4. (Previously Presented) The system for managing sales processes according to claim 1, further comprising:

means for removing an indication that the step has been completed; and

means for indicating the next step to be completed based upon the removal of the indication of the completed step.

5. (Original) The system for managing sales processes according to claim 1, further comprising means for storing information regarding completion of steps.

6. (Previously Presented) The system for managing sales processes according to claim 1, further comprising:

means for changing information regarding at least one of the plurality of steps; and

means for ensuring that each process associated with a change of information to at least one of the plurality of steps is complete.

7. (Currently Amended) A system for managing sales processes comprising:

a processor; and

a memory for storing a database including:

data information regarding at least one process;

data information regarding a plurality of steps associated with each of the at least one process, the plurality of steps having a sequential order;

data information regarding ~~a changeable nature of~~ an ability to modify the plurality of steps; and

data information regarding at least one result associated with each of the plurality of steps;

means for creating at least one deal corresponding to the at least one process;

means for indicating completion of steps associated with the at least one process corresponding to the at least one deal;

means for ~~maintaining consistent~~ recording any modification of the plurality of steps upon changing any of the plurality of steps;

means for recording any modification in the at least one process if any modification of the plurality of steps occurs; and

means for indicating a next step to be completed based upon the indicated completion of steps, wherein the next step may be any step in the plurality of steps.

8. (Previously Presented) The system for managing sales processes according to claim 7, further comprising means for configuring the next step to be completed based upon the indicated completion of steps.

9. (Currently Amended) A system for managing sales processes comprising:

a processor; and

a memory for storing a database including:

data information regarding at least one process;

data information regarding a plurality of steps associated with each of the at least one process, the plurality of steps having a sequential order;

data information regarding an ability to modify the plurality of steps; and

data information regarding at least one result associated with each of the plurality of steps;

means for creating at least one deal corresponding to the at least one process;

means for indicating completion of steps associated with the at least one process corresponding to the at least one deal;

means for recording any modification of the plurality of steps upon changing any of the plurality of steps;

means for recording any modification in the at least one process if any modification of the plurality of steps occurs;

means for configuring a next step to be completed based upon the indicated completion of steps;

means for indicating one of the at least one result associated with a step indicated as being completed;

means for determine the next step to be completed based upon the indicated at least one result, wherein the next step may be any step in the sequential order of the plurality of steps;

means for removing an indication that the step has been completed; and

means for indicating the next step to be completed based upon the removal of the indication of the completed step.